# MANAGING MANAGED CARE

## HANDBOOK FOR MENTAL HEALTH PROFESSIONALS

### SECOND EDITION

MICHAEL GOODMAN, M.D. JANET A. BROWN, R.N., C.P.H.Q. PAMELA M. DEITZ, L.C.S.W., M.E.C.C.

### <u>Managing Managed Care A Handbook For Mental Health</u> <u>Professionals</u>

Michael Goodman, Janet Brown, Pamela Deitz

#### **Managing Managed Care A Handbook For Mental Health Professionals:**

Managing Managed Care II Michael Goodman, Janet Brown, Pamela Deitz, 1996 Managing Managed Care II A Handbook for Mental Health Professionals Second Edition provides an easy to learn easy to use method for documenting and communicating the necessity appropriateness and course of treatment for managed care review Using the Patient Impairment Profile method practitioners can convincingly convey a clinical rationale for treatment efficiently track progress over time and demonstrate favorable patient outcomes Keeping pace with the evolving and expanding presence of managed care the authors have extensively revised and enlarged the previous edition New clinical research on the validity and reliability of the impairment terminology has produced a much improved clinically valid and statistically reliable impairment lexicon Detailed severity rating qualifiers reference lists of patient objectives and a useful glossary have been added All regulations have also been updated Managing Managed Care II is reference and valuable resource for mental health practitioners and for the individuals who monitor and review treatment By providing concise relevant and outcome focused treatment information practitioners become proactive participants in managed care while adeptly articulating the value and quality of their services The Clinician's Guide to Managed Behavioral Care William Winston, Norman Winegar, 2014-02-04 Managed care is a revolution impacting the practice of clinicians throughout America The Clinician's Guide to Managed Behavioral Care called a survival kit and must reading helps clinicians develop and market professional services attuned to the needs of managed care systems manage the utilization process and reshape an office practice or hospital based program to become more managed care friendly It is newly referenced and updated for clinicians to continue to advocate for their patients and clients The Clinician's Guide to Managed Behavioral Care addresses how clinicians can develop and market professional services attuned to the needs of managed care systems how to best manage the utilization review process how to re shape an office practice or hospital based program to become more managed care friendly and how to best advocate for patients and clients Readers will understand the history and evolution of attempts to manage mental health care costs and services as well as the emerging clinical economic and social trends that will continue to fuel changes in the mental health field in coming years Importantly this guide sensitizes readers to the perspectives about mental health care benefits and the treatment field held by the payor community insurance carriers HMO s and self insured employers It allows readers to consider a payor s view of how professionals can play a crucial role in providing quality services while helping control spiraling mental health care costs costs that have escalated much faster than other segments of health care Who can benefit from this book Practicing psychologists social workers psychiatrists substance abuse counselors marriage and family therapists Employee Assistance Professionals psychiatric nurses professional counselors program managers hospital administrators and health care marketing professionals will find The Clinician's Guide to Managed Behavioral Care and invaluable resource It is often said that in the future all in the treatment community will be involved in managing care and

that the most successful clinicians and practices will be those most adept at working with managed care systems on behalf of their patients and clients This book helps you understand how Important topics in The Clinician's Guide to Managed Behavioral Care the changing marketplace for mental health substance abuse treatment services assessing market opportunities in light of managed care influences clinical service needs of managed care systems clinical innovations examples case studies vignettes strategies for managing utilization review marketing strategies for office based practitioners hospital managed care partnerships contemporary office management strategies to control costs consumers and managed care directory of America's Managed Mental Health Care Companies glossary of key terms

The Clinician's Guide to Managed Behavioral Care Norman Winegar, 1996 Managed care is a revolution impacting the practice of clinicians throughout America The Clinician's Guide to Managed Behavioral Care called a survival kit and must reading helps clinicians develop and market professional services attuned to the needs of managed care systems manage the utilization process and reshape an office practice or hospital based program to become more managed care friendly It is newly referenced and updated for clinicians to continue to advocate for their patients and clients The Clinician's Guide to Managed Behavioral Care addresses how clinicians can develop and market professional services attuned to the needs of managed care systems how to best manage the utilization review process how to re shape an office practice or hospital based program to become more managed care friendly and how to best advocate for patients and clients Readers will understand the history and evolution of attempts to manage mental health care costs and services as well as the emerging clinical economic and social trends that will continue to fuel changes in the mental health field in coming years Importantly this guide sensitizes readers to the perspectives about mental health care benefits and the treatment field held by the payor community insurance carriers HMO s and self insured employers It allows readers to consider a payor s view of how professionals can play a crucial role in providing quality services while helping control spiraling mental health care costs costs that have escalated much faster than other segments of health care Who can benefit from this book Practicing psychologists social workers psychiatrists substance abuse counselors marriage and family therapists Employee Assistance Professionals psychiatric nurses professional counselors program managers hospital administrators and health care marketing professionals will find The Clinician's Guide to Managed Behavioral Care and invaluable resource It is often said that in the future all in the treatment community will be involved in managing care and that the most successful clinicians and practices will be those most adept at working with managed care systems on behalf of their patients and clients This book helps you understand how Important topics in The Clinician's Guide to Managed Behavioral Care the changing marketplace for mental health substance abuse treatment services assessing market opportunities in light of managed care influences clinical service needs of managed care systems clinical innovations examples case studies vignettes strategies for managing utilization review marketing strategies for office based practitioners hospital managed care partnerships

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Casebook for Managing Managed Care Jeffrey P. Bjorck, Janet Brown, Michael Goodman, 2000 Dedicated to helping mental healthcare practitioners clearly articulate and prove the value of what they provide patients within the managed care system this foundational text uniquely fills a gap in the literature by providing a user friendly self contained tutorial for the Patient Impairment Profile PIP documentation method

The Managed Care Answer Book for Mental Health Professionals Gayle McCracken Tuttle, Dianne Rush Woods, 1997 First Published in 1997 Routledge is an imprint of Taylor Francis an informa company

Managing Managed Care Michael Goodman, Janet Brown, Pamela Deitz, 1992 TABLE OF OONTENTS 1 Introduction 2 The Public Demand for Practitioner Accountability 3 The Need for a Common Behavioral Language of Treatment 4 Patient Impairements and the Diagnosis 5 The Patient Impairement Profile and Justification for Treatment 6 Impairment Severity and Appropriateness of Treatment 7 Patient Outcome Objectives 8 Treamtnet Interventions and the Treatment Plan 9 Progress toward Outcome and Effectiveness of Treatment 10 Additional Benefits of the Patient Impairment Profile System App A Patient Impairment Definitions App B Individual Psychotherapy Interventions Managing Managed Care Michael C. Roberts, Linda K. Hurley, 2012-11-19 The introduction of the concept of managed care into mental and physical health care appears to be a juggernaut of unparalleled impact. The two extremes of thought about this impact are I that managed care is a villainous foe to be resisted in order to bring back the earlier halcyon years of independence in practice decisions with greater reimbursement for psychologists services or 2 that managed care is a laudatory attempt to restrain health care costs that are out of control and spiraling upward by rooting out mismanagement and reversing financial incentives to provide unnecessary care The former view calls managed health care such names as mangled care and distributes bumper stickers stating Just Say No to HMOs The latter view points to the slowdown of increases in health care expenditures and the enhancement of health care affordability and appropriateness for greater numbers of persons resulting from managed care cost containment strategies and service review procedures Mental or behavioral health care has been as strongly impacted as medical care under managed care Where managed care has forced practitioners attention to validated procedures and to examining previous wasteful practices we ap plaud the movement Where managed care has had adverse impact we think there needs to be greater public legal and regulatory attention to its excesses and abuses **Handbook of Mental Health** Administration and Management William H. Reid, Stuart B. Silver, 2013-08-21 Clinicians who understand mental health care administration in addition to their clinical fields are likely to be valuable to the organizations in which they work This handbook is an accessible source of information for professionals coming from either clinical or management backgrounds Sections offer coverage in mental health administrative principles mental health care management business finance and funding of care information technology human resources and legal issues Casebook for Managing Managed Care Jeffrey

P. Bjorck, Janet Brown, Michael Goodman, 2008-11-01 In today's environment of managed care practitioners face more daunting challenges than ever treatment authorizations are becoming more difficult to obtain as are referrals to other healthcare practitioners which are increasingly performance based Into this competitive environment comes Casebook for Managing Managed Care A Self Study Guide for Treatment Planning Documentation and Communication Dedicated to helping mental healthcare practitioners clearly articulate and prove the value of what they provide patients within the managed care system this foundational text uniquely fills a gap in the literature by providing a user friendly self contained tutorial for the Patient Impairment Profile PIP documentation method The PIP combines impairment terminology the impairment profile and the various treatment plan components to create a common language for describing behavior based patient dysfunction and communicating the clinical rationale for treatment As a model for treatment plan development the PIP system trains the practitioner or treatment team in the must have skills needed for todays managed care environment Here practitioners will find explicit instructions about how to Communicate treatment needs convincingly Distinguish effectively between goals objectives and interventions Track progress over time Document treatment summaries efficiently Using clear language and a wide array of case vignettes the Casebook demonstrates how using PIPS can streamline the documentation communication and decision making processes The Casebook continues the groundbreaking tradition of its predecessors Managing Managed Care The Mental Health Practitioner's Survival Guide Goodman et al 1992 and Managing Managed Care II A Handbook for Mental Health Professionals Second Edition Goodman et al 1996 It is uniquely valuable both as a stand alone instructional text and as a companion to the second edition which introduced the Patient Impairment Lexicon and the PIP system itself The Casebook s updates to the Impairment Lexicon definitions that first appeared in Managing Managed Care II are based on the authors ongoing psychometric evaluation and research This practical text will find its way onto the bookshelves of mental healthcare practitioners and managed care personnel alike Psychiatrists clinical psychologists clinical social workers marriage and family therapists and psychiatric nurses especially those participating as managed care providers and case managers and utilization reviewers within managed care organizations regardless of background will find a framework for success within these pages The Casebook's broad appeal also extends to both students in healthcare disciplines and the graduate programs that train them and to psychiatric behavioral healthcare organizations and facilities inpatient outpatient and residential where it will be used for treatment planning **Managed Behavioral** Health Care Handbook E. Clarke Ross, 2001 Written by a team of nationally recognized authorities on managed care Managed Behavioral Health Care Handbook guides you through specific strategies that characterize contemporary efforts made at managing behavioral health care building a clear understanding of their role and their effect in improving the quality of behavioral health care today and in the future From beginning to end you will learn the core components of the managed behavioral health care process and gain invaluable insight into the numerous controversies and public policy issues

Managing Managed Care Committee on Quality Assurance and Accreditation Guidelines for Managed Behavioral Health Care, Institute of Medicine, 1997-05-05 Managed care has produced dramatic changes in the treatment of mental health and substance abuse problems known as behavioral health Managing Managed Care offers an urgently needed assessment of managed care for behavioral health and a framework for purchasing delivering and ensuring the quality of behavioral health care It presents the first objective analysis of the powerful multimillion dollar accreditation industry and the key accrediting organizations Managing Managed Care draws evidence based conclusions about the effectiveness of behavioral health treatments and makes recommendations that address consumer protections quality improvements structure and financing roles of public and private participants inclusion of special populations and ethical issues The volume discusses trends in managed behavioral health care highlighting the emerging role of the purchaser The committee explores problems of overlap and fragmentation in the delivery of behavioral health care and discusses the issue of access a special concern when private systems are restricted and public systems overburdened Highly applicable to the larger health care system this volume will be of particular interest to all stakeholders in behavioral health federal and state policymakers public and private purchasers health care providers and administrators consumers and consumer advocates accrediting organizations and health services researchers Mental Health Providers Guide To Managed Care Leonard Reich, Andrew Kolbasovsky, 2006 For both patients and providers the words managed care are loaded with negative connotations synonymous with inefficiency and bureaucracy Forced to perform a delicate balancing act of offering the best possible care for their clients while carefully adhering to various managed care policies and procedures providers in particular often wince at the prospect of having to deal with managed care companies or MCOs Fearing burdensome paperwork low reimbursement rates and denials of care it s not surprising that a number of mental health professionals choose to limit their involvement with managed care companies or eliminate it altogether My clients are all on different health plans how can I keep the policies straight Getting services approved is so time consuming that I m better off accepting only self paying clients aren t I Do the benefits of working with MCOs really outweigh the drawbacks The answer according to two industry insiders is yes If you know how to work with the system can work for you Mental Health Provider's Guide to Managed Care is the first handbook of its kind to offer clinicians a window into the inner workings of MCOs Authors Reich and Kolbasovsky candidly draw on their combined 37 years experience in the field to walk readers through all the major elements of how to successfully work within the system marketing yourself and your practice to an MCO getting onto a MCO s network maintaining a good relationship and communicating with MCOs for guick service approval reducing your liability understanding your rights and responsibilities getting paid and more Every issue big and small is covered from capitation versus fee for service payment arrangements to evaluating which MCOs are a good fit to join and everything in between After explaining how to work with the system the authors reveal how to put the system to work for you Tips for building your

practice through referrals generating business through doctor collaboration and understanding future practice opportunities are all covered By demystifying the complexities of managed care and offering a unique inside view of the process this book mitigates the negative connotations associated with MCOs and exposes the hidden benefits of a seemingly burdensome process Exceedingly reader friendly and packed with insightful tips and vignettes Mental Health Provider's Guide to Managed Care is one clinician s guide you won t want to be without Handbook of Quality Management in Behavioral Health George Stricker, Warwick G. Troy, Sharon A. Shueman, 2013-11-11 For the first time in history behavioral health providers are expected to understand and participate in activities intended to access and improve the quality of services they provide This handbook is designed as a general resource in the field of behavioral health quality management for a very diverse group of readers including graduate and undergraduate students payors purchasers and administrators within managed care organizations public sector service system planners and managers applied health services researchers and program evaluators This volume provides a comprehensive context for the development of quality management QM in health services behavioral health in particular as well as an overview of tools techniques and programs reflecting QM in practice It also offers perspectives on both internally and externally based QM activities The Managed Care Answer Book Gayle McCracken Tuttle, Dianne Rush Woods, 2013-09-05 This text aims to provide answer to guestions such as what happens when you get dropped from a managed care panel How do you get paid Why can t you get on a managed care panel This book is an extended guestion and answer session where issues are tackled from the providers perspective Armed with the resources examples and explanations provided in this book clinicians will be positioned to make the decisions that contribute to success under managed care Management and Administration Skills for the Mental Health Professional William O'Donohue, Jane E. Fisher, 1999-08-17 Psychologists receive several years of specialized study on the brain behavior and mental health but despite the fact that over half ultimately end up in administrative or managerial roles they receive no formalized training in the skills necessary to be successful in these roles This book is the first of its kind to target the managerial and administrative skills necessary for the mental health professional The book discusses practical information such as how to deal with personnel issues how to set budgets and allocate resources and how to document progress and maintain schedules in the domains of private practice hospitals government agencies and universities Chapter authors are well known and successful psychologists within these settings and include Raymond Fowler past president of the American Psychological Managed Care Services Nancy W. Veeder, Wilma Cecelia Peebles-Wilkins, 2001 This volume explores policy Association programmatic and research issues in the health and behavioural health care system known as managed care Discussions include such areas as the evolution of health care from essential social good to a commodity cost of and access to care parity of behavioural health services reimbursement and more Concise Guide to Managing Behavioral Health Care Within a Managed Care Environment Michael Isaiah Bennett, 2008-08-13 How can behavioral health clinicians provide managed

care in an ethical professionally satisfying way while also dealing with managed care organizations MCOs This concise yet powerful volume will jump start clinicians in their search for effective answers Unlike other managed care guides which tend to view the clinician managed care relationship as inherently adversarial this groundbreaking pocket guide another in American Psychiatric Publishing's Concise Guides series views resource management as a basic function indeed an ally of ethical clinical practice True managed care both improves the quality of clinical care and protects community resources It even stimulates patients to become more active managers of their own care The author speaking from extensive first hand experience as both network provider and MCO administrator asserts that clinicians must know how to manage care themselves to effectively persuade insurance companies to pay for treatment Toward that end the author details the practical tools clinicians need in just five chapters Chapter 1 Managing Care Ethically discusses basic principles and methods for making clinical decisions about behavioral health care when resources are limited and methods for communicating these decisions to patients and MCOs Chapter 2 Managing Nonacute Care applies the principles and methods from Chapter 1 to providing non acute usually outpatient services Chapter 3 Managing Acute Care applies the principles and methods from Chapter 1 to providing acute crisis or inpatient services Chapter 4 Marketing to Managed Care Organizations details strategies for negotiating contracts to often unreceptive MCOs who consider their networks full showing how clinicians can enhance their market value by filling MCO needs Chapter 5 Managing Utilization Review offers insights on overseeing the clinical work of colleagues and shaping the health care system assuming that care managers are professionally obligated to help patients receive the care they need and deserve without intruding on the clinician s role and that the best management manages least taking responsibility for efficient resource utilization and ongoing system improvement This practical guide is more than just a handbook for successfully navigating MCO procedures and market dynamics it also shows that the outcome of truly managed care can be just as satisfying and effective as care provided with infinite resources Invaluable to clinicians in everyday practice this remarkable guide with its unique insights collaborative approach and case examples will also find a wide audience among clinical administrators in private and public MCOs who train network clinicians and utilization The Managed Health Care Handbook Peter Reid Kongstvedt, 2001 This thoroughly revised and updated book managers provides a strategic and operational resource for use in planning and decision making The Handbook enables readers to fine tune operation strategies by providing updates on critical managed care issues insights to the complex managed care environment and methods to gain and maintain cost efficient high quality health services With 30 new chapters it includes advice from managers in the field on how to succeed in every aspect of managed care including quality management claims and benefits administration and managing patient demand The Handbook is considered to be the standard resource for the managed care industry The Handbook of Social Welfare Management Rino J. Patti, 2000-05-11 A compendium of every aspect of social welfare management and the ultimate reference book this volume introduces the field of social welfare

management examines the organizational background of social welfare discusses the various tasks and roles of the social welfare manager and considers specific fields of care such as mental health families and children and older people The Handbook of Social Work Direct Practice Paula Allen-Meares, Charles D. Garvin, 2000 The Handbook of Social Work Direct Practice provides an extraordinarily extensive coverage of all major topics relevant to Clinical Social Work The Contributors to this volume under the leadership of Paula Allen Meares and Charles Garvin guide the reader through discussions about the contexts of social work practice multicultural and diversity issues research as well as assessment and measurement All in all this is the perfect primary text for administration courses in MSW programs BSW programs and doctoral programs Practitioners and professionals in the field will find here all the useful elements a key reference work can provide

The Enigmatic Realm of Managing Managed Care A Handbook For Mental Health Professionals: Unleashing the Language is Inner Magic

In a fast-paced digital era where connections and knowledge intertwine, the enigmatic realm of language reveals its inherent magic. Its capacity to stir emotions, ignite contemplation, and catalyze profound transformations is nothing in short supply of extraordinary. Within the captivating pages of **Managing Managed Care A Handbook For Mental Health Professionals** a literary masterpiece penned by a renowned author, readers embark on a transformative journey, unlocking the secrets and untapped potential embedded within each word. In this evaluation, we shall explore the book is core themes, assess its distinct writing style, and delve into its lasting effect on the hearts and minds of those that partake in its reading experience.

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#### **Table of Contents Managing Managed Care A Handbook For Mental Health Professionals**

- 1. Understanding the eBook Managing Managed Care A Handbook For Mental Health Professionals
  - The Rise of Digital Reading Managing Managed Care A Handbook For Mental Health Professionals
  - Advantages of eBooks Over Traditional Books
- 2. Identifying Managing Managed Care A Handbook For Mental Health Professionals
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - o Determining Your Reading Goals
- 3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an Managing Managed Care A Handbook For Mental Health Professionals
  - User-Friendly Interface
- 4. Exploring eBook Recommendations from Managing Managed Care A Handbook For Mental Health Professionals
  - Personalized Recommendations
  - Managing Managed Care A Handbook For Mental Health Professionals User Reviews and Ratings

- Managing Managed Care A Handbook For Mental Health Professionals and Bestseller Lists
- 5. Accessing Managing Managed Care A Handbook For Mental Health Professionals Free and Paid eBooks
  - Managing Managed Care A Handbook For Mental Health Professionals Public Domain eBooks
  - Managing Managed Care A Handbook For Mental Health Professionals eBook Subscription Services
  - Managing Managed Care A Handbook For Mental Health Professionals Budget-Friendly Options
- 6. Navigating Managing Managed Care A Handbook For Mental Health Professionals eBook Formats
  - o ePub, PDF, MOBI, and More
  - Managing Managed Care A Handbook For Mental Health Professionals Compatibility with Devices
  - Managing Managed Care A Handbook For Mental Health Professionals Enhanced eBook Features
- 7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of Managing Managed Care A Handbook For Mental Health Professionals
  - Highlighting and Note-Taking Managing Managed Care A Handbook For Mental Health Professionals
  - Interactive Elements Managing Managed Care A Handbook For Mental Health Professionals
- 8. Staying Engaged with Managing Managed Care A Handbook For Mental Health Professionals
  - Joining Online Reading Communities
  - Participating in Virtual Book Clubs
  - Following Authors and Publishers Managing Managed Care A Handbook For Mental Health Professionals
- 9. Balancing eBooks and Physical Books Managing Managed Care A Handbook For Mental Health Professionals
  - Benefits of a Digital Library
  - o Creating a Diverse Reading Collection Managing Managed Care A Handbook For Mental Health Professionals
- 10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
- 11. Cultivating a Reading Routine Managing Managed Care A Handbook For Mental Health Professionals
  - Setting Reading Goals Managing Managed Care A Handbook For Mental Health Professionals
  - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Managing Managed Care A Handbook For Mental Health Professionals
  - Fact-Checking eBook Content of Managing Managed Care A Handbook For Mental Health Professionals
  - Distinguishing Credible Sources

- 13. Promoting Lifelong Learning
  - Utilizing eBooks for Skill Development
  - Exploring Educational eBooks
- 14. Embracing eBook Trends
  - Integration of Multimedia Elements
  - Interactive and Gamified eBooks

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